

## Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 NEA-11 EB-08 /032 W  
-----013139 211737Z /42

R 211721Z JUN 78  
FM AMEMBASSY LONDON  
TO USDOC WASHDC  
INFO AMEMBASSY CAIRO  
SECSTATE WASHDC 7382

UNCLAS SECTION 01 OF 02 LONDON 09853

E.O. 11652:N/A  
TAGS: BBSR, UK, NI, EG  
SUBJECT: GLOBAL MARKET RESEARCH:INDUSTRIAL PROCESS  
CONTROLS, EGYPT

REF: USDOC 9807

1. FOLLOWING ARE SIRA'S ANSWERS TO QUERIES RAISED IN  
REFTEL:  
ITEM 3, PAGE 8 - EQUIPMENT RANGE  
THE REPORT HAS EMPHASIZED THAT DIRECT BUSINESS IS MAIN-  
LY AS A RESULT OF INTERNATIONAL FINANCE ASSOCIATIONS.  
HENCE A SUPPLIER OR A COUNTRY TENDS TO SUPPLY A FAIRLY  
WIDE RANGE OF EQUIPMENT UNDER A SINGLE TURNKEY CONTRACT.  
THE FOLLOWING GIVES THE MORE SUCCESSFUL COMPANIES BUT,  
BECAUSE OF THE NATURE OF THE BUSINESS IN EGYPT, PRODUCT  
SPECIALIZATION IS NOT WHOLLY RELEVANT.

HONEYWELL US/EUROPE ALL EQPT., STRONG IN  
ELECTRONICS  
FOXBORO US/EUROPE ALL EQPT., STRONG IN  
PNEUMATICS  
FISHER CONTROLS US/EUROPE FINAL CONTROL ELEMENTS  
KENT UK ALL EQUIPMENT  
GEC-ELLIOTT UK ALL EQUIPMENT, MAINLY  
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ELECTRONIC  
SIEMENS W. GERMANY ALL EQUIPMENT  
HARTMANN & BRAUN W. GERMANY SENSING, MEASURING &  
DISPLAY

ITEM 4 - COMPETITION IS GENERAL RATHER THAN SPECIFIC  
AGAINST THE DIFFERENT TYPES OF EQUIPMENT. SIRA WOULD

THEREFORE BE UNHAPPY WITH ANY STATEMENT WHICH TRIED TO BE MORE SPECIFIC THAN THAT ALREADY GIVEN. A GENERAL STATEMENT OF FOREIGN COMPETITION WAS OBVIOUSLY ACCEPTED FOR NIGERIA FOR A SIMILAR REASON.

ITEM 5 - THE FOLLOWING TABLE CAN BE INCLUDED AS ADDITIONAL INFORMATION ON THE LEADING COMPANY SUPPLIERS OF INDUSTRIAL PROCESS CONTROLS TO EACH OF THE USER INDUSTRIES.

OIL & GAS

FOXBORO	US/EUROPE	ALL TYPES
FISHER CONTROLS	US/EUROPE	CONTROL VALVES
KENT	UK	ALL TYPES
HONEYWELL	US/EUROPE	ALL TYPES
FISCHER & PORTER	US/EUROPE	ALL TYPES

PETROLEUM

FOXBORO	US	ALL TYPES
TAYLOR INSTS.	US/UK	ALL TYPES
KENT	UK	ALL TYPES
SIEMENS	W. GERMANY	ALL TYPES

NOTE: EXISTING IS A CONSIDERABLE AMOUNT OF RUSSIAN AND CZECH INSTRUMENTATION WHICH, IT IS CLAIMED, IS UNLIKELY TO BE REPLACED FROM THE SAME SOURCE.

CHEMICALS

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HONEYWELL	US/EUROPE	ALL TYPES (CURRENT SALES EMPHASIS ON PIEZO ELECTRIC EFFECT TRANSMITTER)
FOXBORO	US/EUROPE	ALL TYPES
HARTMANN & BRAUN	W. GERMANY	ALL TYPES (PREDOMINANTLY PNEUMATIC BUT PROMOTING ELECTRONIC)
SIEMENS	W. GERMANY	ALL TYPES
GEC-ELLIOTT	UK	ALL TYPES
LEEDS & NORTHRUP	US/UK	ALL TYPES

PRIMARY METALS

KENT	UK	ALL TYPES
LEEDS & NORTHRUP	US	ALL TYPES
HONEYWELL	US/EUROPE	ALL TYPES
SIEMENS	W. GERMANY	ALL TYPES

NOTE: ALSO HISTORICALLY A CONSIDERABLE AMOUNT OF RUSSIAN

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INSTRUMENTATION WHICH, IT IS CLAIMED, WILL BE REPLACED  
BY WESTERN INSTRUMENTATION.

FOOD INDUSTRIES

HONEYWELL US/EUROPE ALL TYPES  
HARTMANN & BRAUN W. GERMANY SENSING, MEASURING &  
DISPLAY  
S & B GERMANY FLOW METERS  
KENT UK MOST TYPES  
SIEMENS W. GERMANY MEASURING & DISPLAY

ELECTRICITY GENERATION

KENT UK ALL TYPES  
SIEMENS W. GERMANY ALL TYPES  
GEC-ELLIOTT UK ALL TYPES

OTHER ITEMS:

RE PARA 2 REFTEL: TABLE 1 - THE SPECIFICATION REQUIRED  
THAT "PARTS" ARE EXCLUDED AND THIS IS CONFIRMED.  
RE PARA 6 REFTEL: TABLE 8 - THIS IS A TYPOGRAPHICAL  
ERROR AND BASE COMPARISON YEAR SHOULD READ 1976 AND  
NOT 1977. TBE HEADING IS CORRECT.

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## Message Attributes

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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
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20 Mar 2014  
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